



# ALIGN

FINANCIAL

NEW CLIENT ROADMAP



# *Let's get to know each other*



## **INTRO CALL WITH TANYA**

The first step in our process is a short 15-minute call to learn more about each other. This is where we get a general idea of where you're at today, and what's on your mind. We'll share a little about our process too, and this is where we decide if we're a good fit.



## **DISCOVERY MEETING**

If we've both decided we're a good fit after our intro call, this is our first in-office meeting. You will receive a simple checklist of what information to gather before this meeting. We'll get a clearer picture of your current financial situation, and dig into the questions that brought you to us in the first place.



## **OBSERVATIONS MEETING**

You'll love this meeting. This is where we give you some ideas to consider and some observations about your current situation and your plans for the future. This is also where you'll have the full picture of how we will work together. We can schedule the next visit to sign forms to get our work together started, or feel free to take your time and sleep on it and let us know when you're ready.

*So you've decided you want to work with us. What's next?*



## **A QUICK CALL WITH COOPER**

After you've decided you're ready to get started, we'll schedule a quick call with Cooper to review all the information that has been gathered in your meetings with us. This helps us get the paperwork prepared to get things off on the right foot.



## **PAPERWORK MEETING**

During this meeting, we will cover all of the steps in order to open your accounts, transfer your assets and what to expect from your partnership with Align Financial.



## **STRATEGY MEETING**

At this final onboarding meeting we will cover what the future looks like for you. We will review any pending action items, as well as our investment philosophy, your accounts, your online access, and how we conduct future review meetings.



## **BEGIN ONGOING SERVICE PROCESS**

Finally, after completing the onboarding process we'll begin our regular review process, where we'll meet one to two times annually.

# OUR TEAM



**TANYA NICHOLS, CFP®**  
**Founder and President**  
**tanya@align.financial**

My mission in everything I do is always to bring my best self to the people, families and organizations I serve; I never want to lose sight of what my clients have come to expect of me and my practice. I am, and will always remain, fiercely independent in my advocacy for my clients and my profession.

My objective first and foremost is to make a positive difference, and I see each day as a new opportunity to enhance the lives of those I serve. This intrinsic feel for what's important in business and life in general helps to fuel my drive for the work I do both here at Align Financial, and beyond.



**COOPER SHUBERT**  
**Registered Client Services Manager**  
**cooper@align.financial**

After five years in finance, and many years in customer service, I've learned that the client experience is my number one priority. My high standards for client care and commitment to client service is a great match for the philosophy at Align Financial.

My responsibilities at Align include running the day to day operations of the office, important administrative and compliance functions, managing the lead advisors schedule to make sure we're meeting all of our commitments to our clients; and most importantly to serve as the first point of contact for many of our clients and prospective clients as they engage with our firm.



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